



Summary

High-end R&D management executive with 15+ years experience in the T.I.M.E. technology market scene (Telecoms/ IT/ Media/ Entertainment) and passion for advanced research initiatives. Expertise in concept design engineering, innovation management, business development, strategic product planning, acquisition and management of international projects. Skilled in research, invention, strategic missions, tracking advanced technologies and partners, evaluation of pre-IPO companies for VC investments, exploring new areas and covering white spots with business opportunities, rapid prototyping, marketing & product push-up, alignment and evolution of existing products with emerging solutions, partner relationships and cooperation.

Experience

- since Dec. 2006** **Council Member**, Guidepoint Global Advisors and Gerson Lehrman Group.
- Operating as freelance consultant, ITC & biotech evaluator, industry & VC advisor.
- since May 2002** **Strategic Technology Advisor & Research Associate**, JSRC & Univ. of Stirling, UK
- Engaging as referee & EU research program evaluator « Nanotechnology: Self-Assembly, Self-Organisation, Molecular & Biomolecular Mechanisms and Engines »
 - Teaching in « Active and Programmable Networks », TU Ilmenau, FU Berlin, Germany.
- 07/2004 – 12/2007** **Director Research**, Distributed Artificial Intelligence Laboratory, TU Berlin, Germany
- Planning and administrating the research activities of 6 competence centres (~100 associates in the fields of Core Agent Technology, Information Retrieval & Machine Learning, Next Generation Services & Networks, Security & Cognitive Arch's),
 - Steering project acquisition, marketing, IPR/innovation and event management.
- 04/2001 – 04/ 2002** **Research Associate**, Dept. of Multimedia Telematics, TU Ilmenau, Germany.
- Completing Ph.D. dissertation on self-assembling wandering peer-to-peer networks.
- 1999 – Oct. 2001** **Director Active Multimedia | Vertical Services, CTO, Siemens AG**, Information and Communication Mobile Division, Berlin, Germany.
- Planning the design of new wireless architectures and services, as well as for building strategic alliances and carrying out pilot initiatives with a research network of partner institutions worldwide.
 - Analysing new business opportunities for the vertical markets in the wireless communications domain and creation of a development plan for a product-oriented research and a go-to-market strategy through coordinated pilot initiatives with promising strategic partners targeting the development of rapid prototypes of telecommunications architectures and services upon evaluation of the customer feedback from demonstrations at technology fairs, network fora and conferences. Personal budget for FY'2001: \$4.2 million.
- 1996 – 1999** **Sr. Product Planner Intelligent Networks, Siemens AG**, Information and Communication Division, Berlin, Germany.
- Taking the complete responsibility for the alignment of a new products (middleware network platforms) within the division's product line. Budget \$20 million within 2 years. Successful completion prior to deadline. Defining the integration of mobile multimedia applications within the company's portfolio to achieve revenues of \$15 million in FY'1999 and \$120 million within three years. Conducting quantitative market analysis to identify customer needs and develop product requirements. Managing the activities of over 90 sales and marketing professionals. Driving the research-oriented development of new products.
- Product line strategy definition & project management: 6 projects;
 - Business opportunity evaluation: 48 with 12 own proposals;
 - Version packetization and specification : 3 product versions;
 - Market communication & product promotion : 8 industry fairs;
 - Operational customer support : 18 operators from 6 countries;
 - Training : 2 training programs and 6 customer seminars;
 - Negotiations/ contracts and maintaining relationships to over 30 OEM partners.
- 1992 – 1996** **Research Assistant, Technology University of Berlin**, Research Centre for Process Control Applications, Berlin, Germany.
- R&D:** specializing in Software Engineering, Quality of Service, Validation and Verification of Video Streams over TCP/IP, UDP/IP and ATM; Temporal Logic. Technical project leader of two European research projects in the areas of *Software Engineering & Broadband Multimedia Telecommunications Systems*:
- Engaging in preparation & acquisition of EU research projects of the EU programs ACTS, Telematics and ESPRIT-III, as well as QoS standardization activities (DIN/ETSI).

- 1990 – 1992 Research Assistant, Humboldt University at Berlin,**
Dept. of Informatics, Berlin, Germany.
R&D: specializing in Formal Techniques, Modelling, Simulation & System Analysis:
- developing Graphic-OSDL: Compiler-Compiler from NSDL to OSDL and vice versa (C++)
- 1987 – 1990 Visiting Scientist, Academy of Sciences at Berlin,**
Central Institute for Cybernetics and Information Processes, International Basic Laboratory
for Computer Graphics & Image Processing, Berlin, Germany.
R&D: specializing in Image Analysis & Computer Aided Design - Computer-Aided Schematics System:
- developing Hand Drawing Image Recognition Algorithms
 - defining Network Structure Description Language (NSDL): design, implementation (C) and test.
- 1986 – 1987 Patent Expert Computer Science and Electronics, National Patent Institute,**
Sofia, Bulgaria: doing recherche & evaluation of over 20 patent proposals.

Skill areas

- Management: concept design engineering, innovation management, business development, strategic product planning, acquisition & management of international projects, research coordination, publicity.
- R&D: Network Technology / Telematics (Active Networks, QoS, Routing, Wireless Multimedia), 3G/4G Mobile Networks and Applications, Computing System Architectures, Image/Video Encoding, Interactive TV, DVB, Computer Graphics and Animation, CAD/CASE, Formal System Specification and Verification, Software Engineering, Compiler Design, Digital Switching and Micro-/Nanosystems, Theoretical Physics.
- Computing systems and applications: 25+ years hands-on experience in diverse programming techniques languages and systems from mainframe to PC and to embedded / wireless systems.
- IPO: Technology evaluation of 16 start-up companies for investment by the corporate VC.
- Foreign languages: German (w/s): fluent, English (w/s): fluent, Italian/French/Spanish: conversational, Bulgarian: native language.

Achievements

- First *ActiveUMTS* trial for adaptable bandwidth QoS management in mobile video conferencing (*MediaPEP*, the "Odysseus-2001" project).
- First worldwide MPEG-4 video streaming application on mobile terminals over GSM and GPRS (9.6 - 24 Kbps) at the CeBIT'2000 industry fair in Hannover, Germany (*Wireless Video Gateway*, the "Quadriga-2000" project). This project met an enormous public interest (a. o. TV broadcast reports) which led to a series of customer presentations to the vertical industries. The result was a decision for cooperation and joint product development with a fast growing US startup company.
- First European integrated multimedia messaging telco platform (prototype), (*SmartNode*, the "@INGate" project, 1997).
- Elaborated plan and go-to-market strategy for developing a mobile service access platform for multimedia customer services. Presentations to 6 customers. The result: 2 joint project initiatives.
- Developed plan for the easy integration of credit card payments within the corporate mobile e-business platform strategy. Result: unique competitive product feature of the corporate payment platform; pending patent.
- 7 inventions with 3 EU patents in the area of intelligent multimedia telecommunications and over 60 research papers and reports in the areas of VLSI design, computer graphics/ CAD, image processing, visual interfaces, system modelling, software engineering, formal specification and design of telecommunications architectures and services.

Education and training

- Ph.D. C.S. (2002), Technology University of Ilmenau, Germany, Thesis (Network Engineering): "*The Wandering Logic Intelligence, A Hyperactive Approach to Network Evolution and Its Application to Adaptive Mobile Multimedia Communications*".
- M.S.E.E. (1986), Technology University of Ilmenau, Germany, Thesis (VLSI-Design, in German): "*Transformation of the Symbolical Layout in the Physical Layout Data Format for Gate Array Integrated Circuits*".
- B. Sc. (1981), Faculty of Physics, Sofia University "St. Kliment Ochridsky" & National Mathematics Gymnasium, Sofia, Bulgaria.
- Research visits [1992-1995]: Computer Systems Lab (Stanford U.), Visual Computing Lab (UCSD), Entertainment Technology Centre (USC); Universal Interactive Systems Inc., Pacific Bell, Silicon Studio, Warner Bros. Studios (CA), CRIM (Montreal, CAN) University of Stirling (Scotland, UK), Consortio per l'OSI and Etnoteam S.A. (Milan, Italy), Clemessy S.A. (Metz, France).

Personal attributes:

- Lateral thinker with sense of humour, open, inventive, positive, goal-driven & results-oriented, supporting, motivating, bringing people together.
- ACM and IEEE voting member since 1994.
- German citizenship (EU).